

Message Text

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21

ACTION EB-07

INFO OCT-01 AF-06 EUR-12 NEA-10 ISO-00 CAB-02 CIAE-00

COME-00 DODE-00 DOTE-00 INR-07 NSAE-00 FAA-00 SS-15

NSC-05 L-03 /068 W

----- 016067

R 111312Z JUL 75

FM AMEMBASSY PRETORIA

TO SECSTATE WASHDC 2241

INFO AMCONSUL CASABLANCA

AMCONSUL JOHANNESBURG

AMEMBASSY PARIS

LIMITED OFFICIAL USE PRETORIA 2576

CASABLANCA FOR RCAA

E.O.11652: N/A

TAGS: EAIR, SF, FR

SUBJECT: CIVAIR: STATUS OF PLANNED SAA PURCHASES OF AIRCRAFT

1. LOCKHEED REP (ROBINSON) TOLD EMBASSY JULY 8 THAT DECISION DATE ON OUTSTANDING TENDERS FOR NEW AIRCRAFT HAD BEEN MOVED FROM JULY 23 TO AUGUST 15. AS DEPT AWARE, FOUR FIRMS ARE COMPETING: LOCKHEED, BOEING, DOUGLAS, AND FRENCH AIRBUS. HE THOUGHT SAA DECISION WOULD BE TO PURCHASE TWO ADDITIONAL BOEING 747 SP'S TO GIVE SAA ADDITIONAL FLEXIBILITY FOR NON-STOP FLIGHTS TO EUROPE WHILE ON AIRCRAFT TO MEET REGIONAL REQUIREMENTS LOCKHEED AND DOUGLAS WERE IN DEAD HEAT. HE BELIEVED THAT IF DECISION MADE ON PURELY TECHNICAL GROUNDS AIRBUS WOULD BE RULED OUT BECAUSE: (A) IT IS ONLY TWO ENGINE PLANE AND (B) WHILE INITIAL ECONOMICS ARE FAVORABLE, LONGER RANGE REQUIREMENTS IN TERMS TRAFFIC GROWTH ON LOCAL AND REGIONAL LINES WOULD MAKE IT UNECONOMIC OVER 5 TO 6 YEAR PERIOD.

2. ROBINSON SAID HE HAD RECEIVED ASSURANCES FROM SAA ITS EVALUATION WOULD BE BASED PURELY ON TECHNICAL MERITS OF AIRCRAFT. HOWEVER, HE WAS STILL NERVOUS ABOUT POSSIBLE FRENCH POLITICAL

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PRESSURE.

BOWDLER

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: AIRCRAFT, PROCUREMENT
Control Number: n/a
Copy: SINGLE
Draft Date: 11 JUL 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: CunninFX
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975PRETOR02576
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Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750241-0399
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Handling Restrictions: n/a
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ISecure: 1
Legacy Key: link1975/newtext/t19750764/aaaacfgt.tel
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Reference: n/a
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Review Authority: CunninFX
Review Comment: n/a
Review Content Flags:
Review Date: 20 MAY 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <20 MAY 2003 by ShawDG>; APPROVED <03 OCT 2003 by CunninFX>
Review Markings:

Margaret P. Grafeld
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06 JUL 2006

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Type: TE
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